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February 13, 2008

The Honorable Byron Dorgan
U.S. Senate
Washington, DC 20510

Dear Senator Dorgan:

Thank you for inviting Northwest Airlines to meet with you, Minot Mayor Curt Zimbelman and other Minot community and business leaders to discuss concerns related to airfares. We take seriously the concerns the community has raised and would like to propose the following:

Northwest Airlines will introduce a pricing test in Minot and Bismarck. We will common-rate the fares of the two Cities which will price both Cities as if they were one and generate the same published fares in both Cities.

We believe that this will help solve the overall problem that Minot is concerned about, but there will still be situations where a lower fare may exist in either Minot or Bismarck.

- * Flight schedules – Minot and Bismarck flights to Minneapolis may connect to different beyond flights with different prices. Bismarck has five daily flights versus three daily flights for Minot which results in more connecting options from Bismarck.
- * Yield Management – a flight booked to 60 percent out of Bismarck may result in a higher quoted price versus a Minot trip booked to 20 percent.
- * Sale fares - it may take up to one day for a sale fare placed in either Minot or Bismarck to be matched in the other city.

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While these issues may result in price differences, the common-rate test should resolve most issues. Northwest will review the markets regularly to assure the published fares remain common between Minot and Bismarck, and the test results will be reviewed as appropriate to see if changes are required in the future.

Thank you for facilitating the dialogue between Northwest Airlines and Minot community and business leaders. Your leadership on these issues is helpful to all of us. I look forward to continuing to work with you on issues of mutual interest.

Very truly yours,

A handwritten signature in black ink that reads "Andrea". The script is cursive and fluid, with a large initial 'A'.

Andrea Fischer Newman